

# Heartland Multiple Listing Service

## Activity Report

February 2012

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM
<b>Residential</b>											
Area 101	21	5	\$127,060	1	2	\$52,350	80.5%	35	0	1	1
Area 102	86	19	\$115,542	4	19	\$120,515	92.2%	170	0	3	6
Area 103	461	119	\$131,916	41	52	\$106,403	96.8%	118	4	10	16
Area 104	395	100	\$216,917	60	52	\$174,236	98.4%	178	3	9	4
Area 105	132	30	\$75,383	17	31	\$63,050	92.3%	148	2	2	6
Area 106	244	71	\$185,326	25	31	\$168,203	94.1%	146	3	8	10
Area 107	223	58	\$126,154	26	28	\$119,980	94.8%	146	0	2	7
Area 108	69	8	\$87,887	4	4	\$70,025	96.0%	75	1	3	3
Area 109	182	31	\$158,190	17	17	\$73,588	96.0%	110	2	14	8
Area 110	167	47	\$229,379	15	23	\$229,586	96.0%	175	1	5	7
Area 111	195	33	\$162,583	5	13	\$87,561	94.9%	92	1	7	4
Area 112	201	39	\$163,535	15	34	\$104,186	91.0%	89	1	3	12
Area 113	43	4	\$264,700	2	3	\$100,769	97.6%	98	0	1	2
Area 114	127	33	\$196,910	15	19	\$166,085	96.4%	32	1	4	2
Area 115	477	116	\$232,637	48	60	\$224,800	96.4%	117	2	9	18
Area 202	1,362	312	\$148,796	85	116	\$119,291	93.4%	110	11	63	33
Area 203	746	197	\$99,111	74	111	\$64,083	93.5%	74	4	18	35
Area 204	898	195	\$250,614	70	84	\$189,012	96.8%	109	4	23	19
Area 205	413	84	\$84,179	43	58	\$54,620	92.8%	89	0	14	12
Area 206	789	182	\$91,562	89	108	\$69,089	95.2%	110	1	48	28
Area 207	544	141	\$177,443	58	86	\$129,069	95.9%	114	2	23	9
Area 208	755	151	\$171,916	63	72	\$134,753	96.1%	121	10	26	33
Area 210	221	35	\$128,051	15	19	\$109,320	95.8%	110	0	10	9
Area 220	132	28	\$158,700	3	11	\$125,193	96.5%	105	2	2	3
Area 230	97	15	\$172,673	5	5	\$61,400	91.8%	103	2	11	3
Area 310	400	124	\$220,730	50	63	\$216,984	94.2%	91	2	7	9
Area 315	381	95	\$250,888	35	46	\$182,736	94.6%	140	2	8	3
Area 320	472	126	\$228,172	43	82	\$173,147	95.5%	104	4	16	14
Area 325	279	81	\$272,032	30	29	\$284,944	98.9%	127	2	11	4
Area 330	446	124	\$241,015	49	48	\$214,970	98.0%	118	0	9	5
Area 335	415	117	\$206,823	63	50	\$186,036	97.7%	95	4	8	19
Area 340	314	98	\$356,147	43	50	\$231,165	95.5%	105	3	14	7
Area 345	514	146	\$486,844	66	63	\$414,790	99.0%	102	5	7	15
Area 350	51	11	\$213,490	3	2	\$151,000	90.1%	342	0	1	1
Area 355	11	3	\$828,333	1	0				0	1	1
Area 360	171	44	\$160,773	18	23	\$131,954	97.3%	117	1	11	1
Area 370	75	12	\$193,333	2	5	\$193,300	98.1%	87	0	6	2
Area 380	315	57	\$337,817	23	20	\$149,422	95.5%	135	4	15	18
Area 385	202	41	\$109,219	16	12	\$66,026	90.6%	79	1	9	7
Area 390	86	16	\$140,377	1	7	\$64,778	94.0%	193	1	8	4
Area 401	37	11	\$41,454	1	2	\$10,550	94.2%	343	1	0	2
Area 403	62	17	\$43,539	2	9	\$35,933	89.5%	81	1	2	1
Area 405	60	18	\$100,227	0	4	\$38,999	97.2%	68	1	4	2
Area 407	35	11	\$48,004	6	5	\$28,860	106.5%	105	0	1	2
Area 409	80	13	\$50,619	4	8	\$25,200	95.7%	96	0	2	3
Area 411	82	23	\$59,199	6	8	\$33,681	94.8%	75	0	3	3
Area 413	74	22	\$79,581	12	13	\$51,722	92.4%	78	0	2	5
Area 415	31	9	\$66,288	1	3	\$54,133	89.9%	29	0	1	2
Area 417	75	14	\$87,725	8	12	\$59,051	96.0%	143	2	0	1
Area 419	112	38	\$80,777	9	17	\$64,293	93.7%	118	0	5	4
Area 421	100	26	\$223,969	6	7	\$162,059	96.5%	122	0	3	6

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Area 423	76	12	\$133,132	6	6	\$128,283	96.4%	143	0	1	3
Area 425	199	50	\$212,292	16	16	\$188,532	95.1%	86	0	12	5
Area 427	335	74	\$179,275	30	35	\$124,129	94.9%	133	3	11	6
Area 440	51	6	\$145,616	6	5	\$107,420	96.3%	134	2	2	1
Area 450	205	47	\$191,913	25	17	\$111,435	93.2%	100	1	15	6
Area 997	0	0		0	0				0	0	0
Area 998	235	42	\$128,067	13	15	\$51,166	88.9%	130	1	13	11
Area 999	88	17	\$108,355	5	9	\$100,778	94.5%	83	4	5	2
	<b>15,049</b>	<b>3,598</b>	<b>\$175,572</b>	<b>1,399</b>	<b>1,749</b>	<b>\$122,011</b>	<b>94.8%</b>	<b>117</b>	<b>102</b>	<b>532</b>	<b>465</b>
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	704	60	\$250,015	5	9	\$220,555	77.9%	305	4	40	23
Lots & Land	5,490	306	\$240,866	50	71	\$177,100	79.8%	298	7	234	159
Multi-dwelling	442	72	\$148,169	15	32	\$106,265	90.1%	328	1	21	8
<b>Total</b>	<b>6,636</b>	<b>438</b>	<b>\$213,017</b>	<b>70</b>	<b>112</b>	<b>\$167,973</b>	<b>82.6%</b>	<b>310</b>	<b>12</b>	<b>295</b>	<b>190</b>
<b>Grand Total</b>	<b>20,062</b>	<b>4,036</b>	<b>\$195,363</b>	<b>1,477</b>	<b>1,861</b>	<b>\$146,934</b>	<b>94.8%</b>	<b>123</b>	<b>114</b>	<b>827</b>	<b>655</b>